



Inauguration of the new factory in Macedonia

Solid roots, strategic vision



The pride and joy of Italia's industrious South, Vitillo Spa is going international to compete and win on the market

Perfectionism to grow, diversification to compete. This is the development strategy that has always been practiced by Vitillo, company of excellence in the Italian production system, European leader in the sector of hydraulic fittings. Born as a sales company in 1991, thanks to the initiative of entrepreneur, Giuseppe Vitillo, it soon went from sales to production, producing a small range of fittings and adapters. Its first evolution, which coincided with the passing of a generation from the founder to his sons, Antonio, Dario, and Massimo, who, with a commendable entrepreneurial spirit, decided to start a more ample production with their

own trademark, setting up a company organization that was able to experiment any sort of product, but all produced while fully respecting the rigorous requirements of quality, guaranteeing perfect function of the circuits in which they were to be applied. This is how, through a targeted investment policy, a great amplification of the entire production process was born. This has allowed the company to acquire new and important quotas on the mar-

A story that sets an example of winning entrepreneurialism

kets both in Italy and abroad. Today, Vitillo Spa is among the most specialized companies in the hydraulic sector for the transmission of power through liquids under pressure. Its catalogue offers a vast range of articles, which include press fittings, adapters and tubes in rubber with metal reinforcement, both braided and spiral, made entirely at its own factories. We are speaking here of products that were conceived to satisfy the most advanced specifications in the diverse sectors in which an application is found. These range from the mechanical to the chemical, from agriculture to automobiles to means of transport. The company lists among its clients the most important players on the international scene working in the construction of machinery or hydraulic circuits. But the Vitillo story is also, above all, a story of a family of entrepreneurs and of the role, both positive and encouraging, that their company plays in the land where it operates, contributing to its social and economical growth. At the moment the company's activity is carried out at five different factories, spread mainly in the Province of Avellino, for the production of fittings and tubes in flexible rubber, and in Cosenza, for production using rubber compounds. At the start of the millennium, the company evolved further, thanks to a big project for internationalization, which started with its first factory in Macedonia, followed by the opening of sales branches in Germany, Poland, and the United States, and completed with inauguration of a second factory in Skopje. "We represent a concrete example of how a small to medium-sized Italian company can be successful in expanding its sales presence in the world, competing with the great multinationals of the sector".